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MONTANA LOTTERY

FINANCIAL STATEMENTS
(Unaudited)

March 31, 2012

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(Unaudited)

March 31, 2012

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APPOINTIVE OFFICIALS

Angela Wong, Lottery Director

John Tarr, Lottery Assistant Director for Security

LOTTERY COMMISSION		TERM EXPIRES
Tom Keegan	Helena	January 1, 2014
Beth O'Halloran	Missoula	January 1, 2014
Wilbur Rehmann	Helena	January 1, 2013
Craig Anderson	Glendive	January 1, 2013
Leo Prigge	Butte	January 1, 2015

REPORT DISTRIBUTION

According to Section 23-7-202(9), MCA, copies of this report must be distributed to the following:

Governor – Brian Schweitzer
Director of Dept. of Administration – Janet Kelly
Legislative Auditor – Tori Hunthausen
President of the Senate – Jim Peterson
Speaker of the House – Mike Milburn

The law also states "the President of the Senate and the Speaker of the House will determine the report distribution to each member of the appropriate committee of each house of the legislature". The President of the Senate and the Speaker of the House have requested that this report be distributed to the following committees:

HOUSE – State Administration Committee

Pat Ingraham, Chair
Gerald Bennett, Vice Chair (R)
Franke Wilmer, Vice Chair (D)
Bryce Bennett
Joanne Blyton
Pat Connell
Betsy Hands
Gordon Hendrick
Douglas Kary
Dan Kennedy
James Knox
Gary MacLaren
Tom McGillvray
Jean Price
Derek Skees
Frank Smith
Kathy Swanson
Ted Washburn

HOUSE – Business & Labor Committee

Elsie Arntzen, Chair
Tom Berry, Vice Chair (R)
Chuck Hunter, Vice Chair (D)
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Christy Clark
Virginia Court
Lila Evans
Tim Furey
Edward Greef
Harry Klock
Jonathan McNiven
Pat Noonan
Scott Reichner
Michele Reinhart
Matthew Rosendale
Daniel Salomon
Sterling Small
Cary Smith
Carolyn Squires
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Jeffrey Welborn

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Ron Arthun, Vice Chair (R)
Jonathan Windy Boy, Vice Chair (D)
Joe Balyeat
Anders Blewett
Larry Jent
Llew Jones
Carmine Mowbray

SENATE – Business, Labor, & Economic Affairs Committee

Joe Balyeat, Chair
Verdell Jackson, Vice Chair (R)
Mitch Tropila, Vice Chair (D)
Tom Facey
Eric Moore
Carmine Mowbray
Donald Steinbeisser
Sharon Stewart-Peregoy
Bruce Tutvedt
Gene Vuckovich
Jonathan Windy Boy

Montana LOTTERY
For the fun of it! 2525 N. Montana, Helena, MT 59601 • P: 406-444-5825 • F: 406-444-5830

June 2012

Montana Lottery Commission:

The past quarter has been an active and exciting one. The Montana Lottery has had a busy spring preparing for another segment of our Fantasy Racing, the overhaul of our Player's Club, and of course the large jackpot results from the Mega Millions game.

We are continuing to see an overall increase in our game sales. All games but two have seen an increase over last year at this time. Scratch sales were 8.4% higher, Powerball sales were 10.3% higher, Montana Cash was 8.7% higher, Montana Millionaire sales were up by 6.3%, 10 Spot sales increased by 4.7%, and Mega Millions sales were up by 67.0%.

We had two games that have seen decreases compared to last year at this time. Wild Card sales were 20.0% lower, and Hot Lotto sales dropped by 18.2%.

Overall, there was an increase in operating revenue of 12.7% along with an increase in direct game costs of 12.2%. Combined with a 9.7% decrease in operating expenses, the transfer for the third quarter was $3,996,342 which is $1,504,973 more than last year at this time. The percentage of transfer to revenue was 26.8% this quarter compared to 22.2% last year's third quarter.

The Lottery plans to continue to build sales of all of its games by promoting its on-line games and innovative game themes for our EZ Play and scratch games. This includes offering games with built-in name recognition (licensed property games) for scratch products.

We are looking forward to a great summer with a number of anniversary events, fairs, and new games like Hula Moolah and Harley Davidson scratch tickets.

Sincerely,

Angela Wong

Angela Wong
Director

MONTANA LOTTERY
STATEMENT OF NET ASSETS
MARCH 31, 2012 AND 2011
(Unaudited)

	Period Ended March 31, 2012	Period Ended March 31, 2011
ASSETS:		
CURRENT ASSETS		
Cash and Cash Equivalents	$ 3,271,635	$ 2,447,736
Receivables (Net)	3,681,812	2,102,517
Inventories	414,304	403,120
Other Current Assets	100	0
TOTAL CURRENT ASSETS	7,367,851	4,953,373
NONCURRENT ASSETS		
Computer, Furniture & Equipment	2,853,082	1,045,301
Leasehold Improvements	45,448	45,448
Equipment in Process	123,500	0
Accumulated Depreciation	(923,691)	(467,759)
Multi-State Reserve fund	1,824,131	1,592,688
TOTAL NONCURRENT ASSETS	3,922,470	2,215,678
TOTAL ASSETS	$ 11,290,321	$ 7,169,051
LIABILITIES:		
CURRENT LIABILITIES		
Accounts Payable	$ 463,941	$ 365,116
Estimated Prize Liability	2,933,856	2,194,391
Due to Primary Government	3,556	4,600
Transfer Obligations	3,996,342	2,491,369
Deferred Revenue	191,119	206,333
Compensated Absences	109,875	72,203
TOTAL CURRENT LIABILITIES	7,698,689	5,334,012
NONCURRENT LIABILITIES		
MUSL Prize Liability	1,513,401	1,426,895
Compensated Absences	69,629	108,283
Leases Payable	288,671	0
OPEB Liability	398,855	299,861
TOTAL NONCURRENT LIABILITIES	2,270,556	1,835,039
TOTAL LIABILITIES	9,969,245	7,169,051
NET ASSETS		
Unrestricted Net Assets	1,321,076	0
TOTAL NET ASSETS	1,321,076	0
TOTAL LIABILITIES AND NET ASSETS	$ 11,290,321	$ 7,169,051

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS
FOR THE QUARTERS AND NINE MONTHS ENDED MARCH 31, 2012 AND 2011
(Unaudited)

	Quarter Ended March 31, 2012	Quarter Ended March 31, 2011	Nine Months Ended March 31, 2012	Nine Months Ended March 31, 2011
OPERATING REVENUES:				
Scratch ticket revenue	$ 4,255,640	$ 3,736,018	$ 12,232,391	$ 11,288,769
Powerball revenue	4,598,948	3,594,750	11,947,228	10,831,964
Montana Cash revenue	952,451	988,522	3,198,971	2,943,047
Wild Card revenue	472,829	576,537	1,424,261	1,780,590
Hot Lotto revenue	742,229	883,227	2,438,416	2,982,189
MT. Millionaire revenue	0	0	2,412,740	2,269,360
MT. Sports Action revenue	1,024	991	4,259	3,715
Mega Millions revenue	2,714,794	1,257,125	4,477,873	2,681,771
10 Spot revenue	190,813	168,015	585,729	559,311
EZ Play revenue	980,363	0	1,117,539	0
License, permits, and misc	1,475	873	7,377	7,305
Total Operating Revenues	14,910,566	11,206,058	39,846,784	35,348,021
Less Direct Game Costs:				
Scratch ticket prize expense	2,777,098	2,358,215	7,769,244	6,910,334
On-line ticket prize expense	5,413,659	3,875,277	14,131,526	12,388,490
Retailer commission	894,903	651,589	2,364,493	2,099,460
Cost of tickets sold	140,375	356,688	754,046	841,371
Vendor fees	870,908	687,272	2,328,200	2,142,983
Total Direct Game Costs	10,096,943	7,929,041	27,347,509	24,382,638
Income Before Operating Expenses	4,813,623	3,277,017	12,499,275	10,965,383
OPERATING EXPENSES:				
Advertising	129,613	77,347	497,132	614,110
Advertising Production	43,867	29,965	119,902	201,786
Audit Fees	27,318	0	52,263	6,910
Bad Debts Expense	(440)	(281)	(1,256)	(941)
Communications	33,242	40,669	97,254	99,492
Contractual Services	17,625	29,047	65,236	102,101
Depreciation and Amortization	118,650	36,204	324,858	116,090
Interest	4,323	0	13,746	0
Administrative Service Fee	15,837	16,671	47,511	50,014
Multi-State Dues	0	920	38,800	42,103
Public Relations	580	5,425	23,383	29,117
Other	12,800	1,794	26,494	30,265
Personal Services	439,974	449,348	1,315,838	1,347,573
Repairs and Maintenance	7,687	5,037	25,202	15,316
Supplies and Materials	32,107	29,691	47,296	272,915
Travel	4,646	3,504	27,683	34,861
Utilities and Rent	3,870	63,195	122,681	186,605
Total Operating Expense	891,699	788,536	2,844,003	3,148,317
Operating Income	3,921,924	2,488,481	9,655,272	7,817,066
NONOPERATING REVENUES (EXPENSES)				
Interest earnings	3,437	2,888	7,995	6,767
Gain/Loss on sale of asset	7,167	0	(5,303)	0
Total Nonoperating Revenues(Expenses)	10,604	2,888	2,692	6,767
Income Before Operating Transfers	3,932,528	2,491,369	9,657,964	7,823,833
Operating Transfers Out - General Fund	(3,996,342)	(2,491,369)	(9,818,731)	(7,823,833)
Total Operating Transfers Out - General Fund	(3,996,342)	(2,491,369)	(9,818,731)	(7,823,833)
CHANGE IN NET ASSETS	(63,814)	0	(160,767)	0
Total Net Assets, Beginning of Period	1,384,890	0	1,481,843	0
TOTAL NET ASSETS, END OF PERIOD	$ 1,321,076	$ 0	$ 1,321,076	$ 0

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN NET FUND ASSETS
AND RECONCILIATION OF BUDGET AND ACTUAL (BUDGETARY BASIS) TO GAAP BASIS
FOR THE NINE MONTHS ENDED MARCH 31, 2012
(Unaudited)

	Budget Fiscal Year July 1, 2011 - June 30, 2012	Actual Nine Months Ended March 31, 2012 (Unaudited)	Actual as a Percent of Final Budget (%)
REVENUES:			
Scratch ticket revenue	$ 15,300,000	$ 12,232,391	79.95
Powerball revenue	14,500,000	11,947,228	82.39
Montana Cash revenue	3,800,000	3,198,971	84.18
Wild Card revenue	2,200,000	1,424,261	64.74
Hot Lotto revenue	3,800,000	2,438,416	64.17
MT Millionaire	2,300,000	2,412,740	104.90
MT Sports Action (Admin Fees)	5,000	4,259	85.18
10 Spot revenue	750,000	585,729	78.10
Mega Millions revenue	2,850,000	4,477,873	157.12
EZ Play revenue	0	1,117,539	N/A
License, permits, and miscellaneous	10,000	7,377	73.77
Total Revenues	45,515,000	39,846,784	87.55
DIRECT GAME COSTS:			
Prizes - Scratch ticket	9,516,600	7,769,244	81.64
Prizes - Lotto games	13,950,000	12,671,347	90.83
Prizes - MT Millionaire	1,460,000	1,460,179	100.01
Retailer commissions	2,690,000	2,364,493	87.90
Ticket cost - scratch games	910,000	754,046	82.86
Ticket cost - vendor fees	2,810,000	2,328,200	82.85
Total Direct Game Costs	31,336,600	27,347,509	87.27
OPERATING EXPENSES:			
Advertising	615,230	497,132	80.80
Advertising Production	170,000	119,902	70.53
Audit Fees	106,980	52,263	48.85
Communications	142,031	97,254	68.47
Contractual Services	136,589	65,236	47.76
Interest	17,809	13,746	77.19
Administrative Service Fee	63,348	47,511	75.00
Multi-State Dues	41,350	38,800	93.83
Public Relations	50,000	23,363	46.73
Other	22,364	26,494	118.47
Personal Services	1,795,482	1,315,838	73.29
Repairs and Maintenance	89,250	25,202	28.24
Supplies and Materials	242,716	47,296	19.49
Travel	49,450	27,683	55.98
Utilities and Rent	231,086	122,681	53.09
Equipment	48,000	19,500	40.63
Total Operating Expenses	3,821,685	2,539,901	66.46
Operating Income	10,356,715	9,959,374	96.16
NONOPERATING REVENUES (EXPENSES):			
Interest Earnings	10,000	7,031	70.31
NET INCOME (BUDGETARY BASIS)	$ 10,366,715	$ 9,961,102	96.09
RECONCILIATION OF BUDGETARY/GAAP BASIS:			
Capitalized equipment purchases	48,000	19,500	40.63
Adjustment for depreciation expense	(400,416)	(324,858)	81.13
Bad Debts	0	1,256	N/A
MUSL interest earnings	1,500	964	64.27
Total Reconciling Items	(350,916)	(303,138)	
NET INCOME (GAAP BASIS)	$ 10,015,799	$ 9,657,964	96.43

The accompanying notes are an integral part of these financial statements.

MONTANA LOTTERY

ANALYSIS OF REVENUES AND EXPENSES BY PRODUCT

FOR THE NINE MONTHS ENDED MARCH 31, 2012

(Unaudited)

	SCRATCH	POWERBALL	MONTANA CASH	WILD CARD	HOT LOTTO	MT MILLIONAIRE	MEGA MILLIONS	10 SPOT	EZ PLAY	MT SPORTS ACTION	ADMIN
REVENUES:	$ 12,232,391	$ 11,947,228	$ 3,198,971	$ 1,424,261	$ 2,438,416	$ 2,412,740	$ 4,477,873	$ 585,729	$ 1,117,539	$ 4,259	$ 7,377
DIRECT GAME COSTS:											
Prize Expense	7,769,244	5,591,103	1,680,835	754,935	1,177,138	1,460,179	2,207,530	327,560	917,221	0	15,025
Retailer Commissions	984,693	597,218	159,887	71,190	121,870	120,639	223,850	29,268	55,878	0	0
Cost of Tickets Sold	754,046	0	0	0	0	0	0	0	0	0	0
Vendor Fees	709,917	695,729	189,511	87,065	145,440	139,941	261,843	33,937	64,817	0	0
NET OPERATING REVENUE	2,014,491	5,063,178	1,168,738	511,071	993,968	691,981	1,784,650	194,964	79,623	4,259	(7,648)
OPERATING EXPENSES:											
Advertising	33,424	135,543	16,584	16,584	16,584	83,719	145,498	16,583	5,793	15,599	11,223
Advertising Production	16,409	25,164	7,085	7,085	7,085	14,104	16,763	16,409	3,542	6,256	0
Audit Fees	0	0	0	0	0	0	0	0	0	0	52,263
Bad Debts	0	0	0	0	0	0	0	0	0	0	(1,256)
Communications	40,686	0	0	0	0	0	0	0	0	0	56,568
Contractual Services	1,385	6,638	0	0	0	343	0	0	0	2,452	54,418
Depreciation and Amortization	61,723	29,237	29,237	22,740	22,740	29,237	9,746	9,746	9,746	38,983	61,723
Interest	0	0	0	0	0	0	0	0	0	0	13,746
Administrative Service Fee	11,878	4,751	4,276	3,326	3,326	2,851	1,425	1,425	1,425	2,851	9,977
Multi-State Dues	0	22,997	0	3,779	6,332	0	5,692	0	0	0	0
Public Relations	3,128	518	518	518	518	0	518	518	518	0	16,609
Other	7,964	0	0	0	0	0	0	0	0	0	18,530
Personal Services	328,950	131,584	118,425	92,109	92,109	78,950	39,475	39,475	39,475	78,950	276,326
Repairs and Maintenance	0	0	0	0	0	0	0	0	0	0	25,202
Supplies and Materials	6,954	30	30	30	30	0	0	0	0	0	40,223
Travel	6,046	864	864	864	864	0	864	864	864	0	15,589
Utilities and Rent	596	150	150	150	150	0	150	150	150	0	121,037
TOTAL OPERATING EXPENSES	519,153	357,476	177,169	147,185	149,738	209,204	220,131	85,170	61,513	145,091	772,178
OPERATING INCOME	1,495,338	4,705,702	991,569	363,886	844,230	482,777	1,564,519	109,794	18,110	(140,832)	(779,826)
NONOPERATING REVENUES (EXPENSES)											
Interest Earnings	0	0	0	0	0	0	0	0	0	0	7,995
Gain(Loss) on Sale of Asset	0	0	0	0	0	0	0	0	0	0	(5,303)
OPEB Expenses	0	0	0	0	0	0	0	0	0	0	0
TOTAL NONOPERATING REVENUES (EXPENSES)	0	0	0	0	0	0	0	0	0	0	2,692
NET INCOME BY PRODUCT	$ 1,495,338	$ 4,705,702	$ 991,569	$ 363,886	$ 844,230	$ 482,777	$ 1,564,519	$ 109,794	$ 18,110	$ (140,832)	$ (777,134)
PROFIT AS A % OF REVENUE	12.22%	39.39%	31.00%	25.55%	34.62%	20.01%	34.94%	18.74%	1.62%	N/A	N/A

NOTE: THIS IS 'NINE MONTHS' ACTIVITY AND THEREFORE SHOULD NOT BE INTERPRETED TO SHOW HOW OUR PRODUCTS HAVE PERFORMED IN PAST YEARS OR WILL PERFORM IN THE FUTURE.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Reporting Entity.

The Montana Lottery, established under the provisions of Section 23-7-101, Montana Code Annotated (MCA), was approved by the Montana electorate through Legislative Referendum No. 100 on November 4, 1986.

Montana's first lottery tickets went on sale June 24, 1987.

The Montana Lottery is operated by a five-member commission consisting of Montana residents appointed by the Governor. The Commission, by law, has the power to operate a state lottery, determine the types and forms of lottery games, set the ticket price, number and size of prizes, conduct lottery drawings, enter into agreements to offer lottery games in conjunction with other lottery states and countries, and prepare financial reports. The Montana Lottery is attached to the Montana Department of Administration for administrative purposes.

The Montana Lottery is included as an enterprise fund in the State of Montana's Comprehensive Annual Financial Report. In accordance with governmental accounting and financial reporting standards, there are no component units to be included within the Montana Lottery's financial statements as a reporting entity.

Basis of Presentation. The Montana Lottery reports its financial activity in accordance with generally accepted accounting principles (GAAP) as prescribed in pronouncements of the Governmental Accounting Standards Board (GASB).

Enterprise Fund. The Montana Lottery is classified as an Enterprise Fund of the Proprietary Fund Type. Enterprise Funds account for operations: a) financed and operated similar to private business enterprises, where the intent of the Legislature is that costs are to be financed or recovered primarily through user charges, or b) where the Legislature has decided that periodic determination of revenue earned, expenses incurred, or net income is appropriate.

Basis of Accounting. The Montana Lottery's financial statements are prepared using the accrual basis of accounting. Revenues are recognized in the accounting period in which they are earned and become measurable; expenses are recognized in the period incurred, if measurable.

Property and equipment. Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated fair market value at the date of donation. Ordinary maintenance and repairs are charged to operations as incurred; major renewals and betterments are capitalized. Upon disposition or retirement of property and equipment, the cost and related accumulated depreciation or amortization are removed from the accounts. Gain or loss on disposal is reflected in non-operating revenues and expenses. Depreciation and amortization are calculated on a straight-line basis over estimated useful lives of three to ten years. The Lottery conforms to the State of Montana capitalization threshold for capitalizing property and equipment as well as buildings and building/land improvements. The threshold for capitalizing property and equipment is $5,000 and the threshold for capitalizing buildings/land improvements is $25,000.

Revenue Recognition. Lottery scratch ticket sales are recorded as revenue based on the time the retailer activates the pack of tickets for sale. In accordance with an established policy, retailers may return unsold tickets to the Lottery for credit. Sales are decreased by an allowance for estimated ticket returns.

Ticket sales for lotto games Powerball, Wild Card, Montana Cash, Hot Lotto, Montana Millionaire, Mega Millions, and 10 Spot are recorded as revenue based on drawings. Tickets sold in advance for future drawings are recorded as deferred revenue until such time as the tickets become valid for the most current drawing.

Ticket sales for Fantasy Sports games are based upon MCA 23-4-302 and an interagency agreement between the Lottery and the Board of Horse Racing.

Classification of Revenues. The Lottery has classified its revenues as either operating or non-operating according to the following criteria:

Operating revenues – include activities that have characteristics of exchange transactions, including (1) ticket sales, net of returns, and (2) retailer license fees and administrative fees in relation to selling lottery tickets.

Non-Operating revenues – include activities that have the characteristics of non-exchange transactions, such as gifts and other revenue sources that are defined as non-operating revenues by GASB No. 9, "Reporting Cash Flows of Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting," and GASB No. 34, "Basic Financial Statements and Management Discussion and Analysis for State and Local Governments." Types of revenue sources that fall into this classification are state appropriations, investment income, and gain or loss on disposition of assets.

Free Tickets. Some Montana Lottery scratch games award free tickets as prizes. Net lottery ticket revenue does not include the value of free tickets given away and free plays won. The face value of these free ticket prizes distributed for the quarter and nine months ended March 31, 2012 was $169,028 and $399,499, respectively.

Promotional Credits. The Lottery issues promotional credits to retailers to be used to distribute free tickets to players. The tickets are distributed as part of a promotion run by the retailer, e.g., "Ask for the Sale" or second chance drawings. The Lottery also directly distributes scratch tickets for promotional purposes at trade shows, for media give-aways, and during new game introductions. The tickets distributed as a result of promotional credits are reflected as a reduction in revenue. The related prize expense and ticket cost for all promotions are reclassified as an advertising expense. For the quarter ended March 31, 2012, promotional credits resulted in a revenue reduction of approximately $4,981 and an expense reclassification of approximately $3,704. For the nine months ended March 31, 2012, promotional credits resulted in a revenue reduction of approximately $14,500 and an expense reclassification of approximately $14,208.

Prizes. Expenses for scratch prizes are recorded based on the predetermined prize structure for each game. Expenses for lotto prizes are recorded based on the predetermined prize structure for each individual game. No prize expense is recorded for free tickets distributed.

Unclaimed Prizes. Prizes for the lotto games must be claimed within six months after the appropriate draw date. Prizes for scratch games must be claimed within six months of the announced end of each game. The unclaimed prize amounts for the Montana Lottery lotto games are taken as a reduction in the Lottery Prizes Payable liability and the Prize Expense and are transferred to the State of Montana General Fund as a portion of the quarterly transfer. The amount of unclaimed prizes for all Montana Lottery games is represented in the table below.

	Quarter Ended 3/31/12	Quarter Ended 3/31/11	Year To Date 3/31/12	Year To Date 3/31/11
Lotto	$129,557	$121,224	$359,621	$571,242
Scratch	$ 9,479	$ 45,766	$193,083	$377,600
TOTALS	$139,036	$166,990	$552,704	$948,842

2. SUMMARY OF ACCOUNTS

Cash and Cash Equivalents. Cash and cash equivalents consist of interest-bearing deposits with the Montana Board of Investments short-term investment pool, cash on deposit in revolving account with a non-state financial institution and cash on deposit with the Montana State Treasurer that is part of the State's pooled cash and is not separately identifiable as to specific types of securities. These funds are highly liquid and may be drawn on daily.

Cash and cash equivalents consist of the following:

	March 31,	
	2012	2011
Short-term investment pool	$2,499,573	$2,190,341
Cash on deposit with State Treasurer	762,062	247,245
Cash in revolving deposit account	10,000	10,000
Petty Cash & Cash on Hand	0	150
TOTALS	$3,271,635	$2,447,736

The bank balance of the revolving deposit account, not including outstanding deposits or checks, was $13,950 at March 31, 2012 and was covered by federal depository insurance. The carrying amount reported in the balance sheet for cash and cash equivalents approximates the fair market value.

Receivables. Receivables include $3,938,879, representing amounts due the Lottery for tickets purchased by retailers. An allowance for ticket returns is included in the receivables amount. This allowance represents a reduction in receivables at March 31, 2012, for estimated ticket returns. This is an estimate based on returns received to date, as well as an estimate of tickets unsold by retailers for games that have a public sale end date prior to April 1, 2012. The allowance for ticket returns is $272,895 at March 31, 2012. The return of vendor fees related to the allowance for returns is $15,828.

Inventories. Inventories consist of merchandise and supplies inventories. Merchandise inventory includes scratch tickets valued at $324,426 stored in the warehouse, at retailers prior to being activated by the retailer, and with the marketing representatives. These ticket inventories are recorded at cost using the specific identification method and maintained on a perpetual inventory system. Tickets are charged to cost of tickets sold upon activation or after game end.

Supplies inventories include ticket dispensers, premiums and point-of-sale materials. At year end, supplies inventories totaled $89,878. These inventories are also recorded at cost using the specific identification method.

Other Current Assets. Other current assets include the following:

	March 31,	
	2012	2011
Prepaid Expenses	$ 100	$ -
Employee Advances	-	-
TOTALS	$ 100	$ -

The prepaid expenses include $100 for a deposit for booth rent for an event that will take place in the next fiscal year.

Property and Equipment. A summary of property and equipment for the Lottery is as follows:

	June 30, 2011	Additions	Deletions	March 31, 2012
Leasehold Improvements	$ 45,448	$ -	$ -	$ 45,448
Furniture & Equipment	$ 2,415,766	$ 577,476	$(140,160)	$ 2,853,082
Accumulated Depreciation	$ (725,205)	$(324,858)	$ 126,372	$ (923,691)

Transfer Obligations. The account "Transfer Obligations" is $3,996,342 payable to the General Fund at March 31, 2012.

Compensated Absences. State employees earn vacation leave ranging from 15 to 24 days per year depending on the individual's years of service. Vacation leave may be accumulated not to exceed two times the maximum number of days earned annually. With no limit on accumulation, sick leave is earned at 12 days per year. Upon retirement or termination, an employee is paid 100% for unused vacation and 25% for unused sick leave. The Lottery's liability for compensated absences is detailed below.

Balance June 30, 2011	Net Leave Earned/(Used)	Balance March 31, 2012
$199,169	$(19,665)	$179,504

OPEB (Other Post Employment Benefits) Implicit Rate Subsidy LT. Effective for Fiscal Year End 08, GASB Statement 45 and the reporting requirements for the "implied rate subsidy" required the State of Montana to book substantial liabilities. The liability is a result of the state's requirement to allow retired employees to remain in the retirement plan after retirement. This results in an implicit rate subsidy since retirees pay the same amount as active employees. "Actuaries Northwest" prepared the report for the State of Montana to calculate the Annual Required Contribution under the Governmental Accounting Standards Board (GASB). The

allocation is made based on the fiscal year's benefits expense and the number of full time employees for an agency.

The Lottery's OPEB obligations for 2011 and 2010 are as follows:

Year ended June 30,	2011	2010
Annual Required Contribution	$ 98,994	$ 83,673
Adjustment to annual required contributions	-	-
Annual OPEB cost	$ 98,994	$ 83.673
Contributions made	-	-
Increase to net OPEB obligation	$ 98,994	$ 83,673
Net OPEB obligation – beginning of year	$ 299,861	$ 216,188
Net OPEB obligation – end of year	$ 398,855	$ 299,861

Commissions. Section 23-7-301(10), MCA, provides retailers a commission on scratch and lotto tickets or chances sold. The Lottery Commission established this commission at 5% of the face value of scratch tickets activated by the retailers and the face value of lotto tickets sold. Section 23-4-302 (5)(b)(i), MCA establishes a 3.99% commission of the face value of Fantasy Sports tickets sold. In addition retailers can earn bonus commissions on tickets sold based on incremental sales of scratch tickets. For the quarter and nine months ended March 31,2012 retailers earned bonus commissions of $143,999 and $356,234, respectively. For the quarter and nine months ended March 31, 2012 total commissions were $894,903 and $2,364,493, respectively.

3. PAYMENTS TO OTHER STATE AGENCIES

The Lottery receives a variety of services, supplies, and materials from other state agencies. These services and materials are detailed below for the nine months ended March 31, 2012:

Insurance	$ 8,543
Warrant Writing Services	515
Payroll Services	2,305
Audit Fees	52,263
Computer Fees	35,104
Printing	854
State Accounting System Support	2,286
Supplies & Materials	6,287
Mail Processing Fees	6,216
Telecommunications	12,135

Vehicle Rental Fees	62
Administrative Service Fees	47,511
Other	665
TOTAL	$ 174,746

4. PRIZES

Paid Prizes. Section 23-7-402, MCA states, "A minimum of 45% of the money paid for tickets or chances must be paid as prize money". Prize expense is recorded based on the predetermined prize structure percentage for each game less unclaimed prizes. For the quarter ended March 31, 2012, the prize expense of $8,190,757 is 54.94% of net Lottery ticket revenue of $14,908,067. For the nine months ended March 31,2012, the prize expense of $21,900,770 is 54.98% of net Lottery ticket revenue of $39,835,148.

5. TRANSFER TO STATE GENERAL FUND

Section 23-7-402(3), MCA, states "That part of all gross revenue not used for payment of prizes, commissions, and operating expenses, together with the interest earned on the gross revenue while the gross revenue is in the enterprise fund, is net revenue. Net revenue must be transferred quarterly from the enterprise fund established by 23-7-401 to the State General Fund." For the quarter ended March 31, 2012, the net revenue payable to the State General Fund totaled $3,996,342.

6. MULTI-STATE LOTTERY

In November 1989 the Montana State Lottery joined the Multi-State Lottery Association (MUSL). MUSL was created in September 1987 to operate a multi-state lottery game for the benefit of party lotteries. Powerball, Wild Card, Hot Lotto, and Mega Millions are the games jointly operated by the members, in which Montana presently participates. Each lottery participating in MUSL is represented on the Board of Directors.

The Multi-State Lottery Reserve Fund with a balance of $1,824,131 as of March 31, 2012 is comprised of several reserve accounts, which are maintained by the Multi-State Lottery Association (MUSL). The balance of these reserve accounts is as follows:

	March 31, 2012	March 31, 2011
Powerball Prize Reserve Account	$ 682,526	$ 637,859
Powerball Set Prize Reserve Account	170,632	160,104
Powerball Unreserved Account	310,730	165,793
Wild Card Prize Reserved Account	209,526	253,976
Hot Lotto Set Prize Reserve Account	354,887	346,913
Mega Millions Prize Reserve Account	95,830	28,043
Total	$1,824,131	$1,592,688

The Powerball Prize Reserve Account is to be used only in the event of an unanticipated prize claim. It is an insurance fund intended to protect the member lotteries against the liability that could result from a system failure at one of the member lotteries. All money paid to this fund would be returned to the Lottery one year after the Lottery leaves the Powerball game, assuming that no unanticipated prize claims have been paid. Interest earned on the Lottery's share of the fund, represented by the Unreserved Account, would be returned to the Lottery upon leaving MUSL. The amounts in the Unreserved Account may be used at the MUSL Board's discretion.

The Powerball Set Prize Reserve Account is used to fund prize payments for current drawings. Since the Powerball game has fixed prizes, it is often necessary to draw from this reserve to fund payment of prizes at the fixed amount. This account would be returned to the Lottery upon withdrawal from the Powerball Game.

The Lottery contributes to these reserve funds through the 50% set aside for prizes. In addition the Lottery was required to contribute for its portion of the reserve funds accumulated since the start of the Powerball game. Payments made to this fund are considered a portion of prize expense associated with the game.

The Wild Card Reserve Account is to be used in the event of an unanticipated prize claim on the Wild Card game. This account is also administered by MUSL and would be returned to the Lottery one year after the Wild Card Product Group of Idaho, Montana, South Dakota, and North Dakota is disbanded. The Lottery contributes to this account through the 55% set aside for prizes. Payments made to this fund are considered a portion of prize expense related to the Wild Card game.

The Hot Lotto Set Prize Reserve Account is administered by MUSL and is to be used only in the event of unanticipated prize claims. Like other MUSL games the reserve amount would be returned to the Lottery one year after withdrawal from the Hot Lotto game. The Lottery contributes to the reserve through the 50% set aside

for prizes. Payments made to the reserve are considered a portion of the prize expense related to the game.

The Mega Millions Prize Reserve Account is to be used only in the event of an unanticipated prize claim. It is an insurance fund intended to protect the member lotteries against the liability that could result from a system failure at one of the member lotteries. All money paid to this fund would be returned to the Lottery one year after the Lottery leaves the Mega Millions game, assuming that no unanticipated prize claims have been paid. The Lottery contributes to the reserve through the 51.5% set aside for prizes. Payments made to the reserve are considered a portion of the prize expense related to the game. The Lottery had just started cross-selling Mega Millions during the fiscal year end 2010. As a start-up game, the reserve was negative at the year end as the Lottery had not built up enough history and accumulated enough sales to create an excess reserve.

7. GAMES

Currently, the Montana Lottery games are scratch ticket games, seven lotto games referred to as Powerball, Montana Ca$h, Wild Card, Hot Lotto, Mega Millions, 10 Spot, and Montana Millionaire, a limited edition lottery game. The lottery is facilitating Fantasy Sports Games on behalf of the Board of Horse Racing. Currently the Lottery is selling the Montana Sports Action Fantasy Football and the Racing games.

Scratch ticket games provide players the opportunity to win instantly by scratching latex covering to reveal a prize.

The Powerball game allows players the chance to win a minimum pari-mutuel jackpot of approximately $20 million. A player must match all 6 numbers to win the jackpot; players win prizes ranging from $3 to $200,000 for matching less than all 6 numbers. Drawings are held twice weekly on Wednesday and Saturday nights. For any drawing, if no ticket matches 6 out of 6 numbers, the jackpot rolls over to the next drawing to create a progressive jackpot. In March 2001, the Lottery added Power Play to the Powerball game. For an additional bet, the Power Play option provides non-jackpot winners the chance to multiply their prize amount by a factor of two through five.

The Montana Ca$h game allows players the chance to win a minimum pari-mutuel jackpot of $20,000. Players select 5 numbers from a field of 37 and must match at least 3 out of 5 to win a prize. Matching 3 of 5 wins $5 and 4 of 5 wins $200. The drawing is conducted twice weekly on Wednesday and Saturday nights. If no ticket matches all 5 numbers, the jackpot rolls over to the next drawing to create a progressive jackpot.

The Wild Card game allows players the chance to win a pari-mutuel jackpot, with a guaranteed minimum of $100,000. Players select 5 numbers from a field of 31 plus one of 16 face cards and must match all 5 numbers and the wild card to win the jackpot; players win prizes from $1 to $5,000 for matching less than all 5 numbers and/or the wild card. Drawings are held twice weekly on Wednesday and Saturday nights. If no ticket matches all 5 numbers and the wild card, the jackpot rolls over to the next drawing to create a progressive jackpot.

Hot Lotto allows players the chance to win a pari-mutuel jackpot with a guaranteed minimum of $1 million. Players choose 5 numbers from a field of 39 plus 1 Hot Ball number from a field of 19; the first 5 numbers and the Hot Ball must be matched to win the jackpot. Players can win prizes ranging from $2 to $10,000 by matching less than all 5 numbers and/or the Hot Ball. If no ticket wins the jackpot, it rolls over to the next drawing to create a progressive jackpot. Drawings are held twice weekly on Wednesday and Saturday nights. In January 2008, the Lottery added the Sizzler option to the Hot Lotto game. For an additional bet, the Sizzler option provides non-jackpot winners the chance to multiply their prize amount by three.

Mega Millions is a multi-state game that allows players to win a minimum pari-mutuel jackpot starting at $12 million. Mega Millions went on sale March 1, 2010 in Montana. To win the jackpot, players must match all six numbers drawn; other prizes range from $2 to $250,000. Drawings are held each Tuesday and Friday. Mega Millions has a Megaplier option which multiplies non-jackpot prizes by two, three, or four. The Megaplier options costs $1 extra per play.

10 Spot, which went on sale February 1, 2010, is a Montana-only, twice daily game. Players select ten numbers from one through eighty. The Lottery draws twenty numbers, and players win by matching ten, nine, eight, seven, six, five, or none of the numbers drawn. Prizes range from $2 to $25,000.

Montana Sports Action is a product line introduced by the Lottery in August 2008 on behalf of the Board of Horse Racing. Montana Sports Action Fantasy Football was the first game within the Fantasy Sports Games to begin. Players choose five eligible offensive players and a defensive unit from the official roster of professional football players and teams, to create their own team. The players then choose a play amount ($5, $10, $20, $50, or $100) which determines the shares the player is eligible to win should their team have one of the three highest point totals for the week.

After completion of each week's professional football games, points are assigned to football players and defensive units based on their performance to determine the Lottery players' team's performance. Prizes paid must be 74% of sales for the week. How much the player wins is determined by their team's points and their share ($5 per share). Ticket sales are allowed each week of the professional football season beginning Tuesday morning for that week's games with no advanced purchasing allowed.

Fantasy Racing was introduced in February 2009, and follows the NASCAR® Sprint Cup Series. Fantasy Racing teams are created by selecting a driver from the top nine-ranked drivers for the week; three drivers ranked from ten through 34; and one driver ranked 35 or above. The sixth element in a player's Fantasy Racing team is the number of yellow-flag cautions the player believes might occur in that week's race. Players also choose the number of shares they wish to buy ($5, $10, $20, $50 or $100). Like Fantasy Football, the number of shares determines the amount of the prize each winning ticket will win. After each Sprint Cup race, points are assigned to each driver's performance, and teams with the top three point totals win. Ticket sales begin each week on Monday.

Montana Millionaire began on November 1, 2009 with the final drawing on January 1, 2010. The tickets were sold sequentially across the state with 1 to 150,000 available. There were 400 - $50 instant win prizes for every 375th ticket purchased. The final drawings were held on January 1, 2010 and consisted of one $1 million dollar top prize, five $100,000 prizes, and five $10,000 prizes. This game will begin again on November 1, 2011 with the final drawing on approximately January 1, 2012. The number of tickets available will be 125,000 with an early bird prize of $10,000 being awarded in late November.

8. COMMITMENTS - GAMING SUPPLIER CONTRACTS

Scratch Tickets. On June 27, 2008 the Montana Lottery Commission approved the award of a five-year contract with Scientific Games International (SGI) for the provision of scratch tickets. The contract is for five years with the option for two additional one-year renewals. The contract contains specifications regarding ticket design, printing, game ownership, inspection, and prize structure.

SGI, as the vendor, provided a performance bond covering the contract term and an errors and omissions policy covering an ultimate net loss of $3,000,000. The Lottery may terminate this contract by providing proper notification to Scientific Games.

On-line Services. On October 11, 2005, the Lottery signed a seven-year contract with Intralot, Inc. of Duluth, GA to provide an on-line gaming system and the associated services beginning March 31, 2006. The contract requires Intralot to provide new terminals to all retailers with the associated software and communications. Payment under the contract is based on 5.8% of net weekly Lottery sales of lotto and scratch games. On August 18, 2008 an addendum was signed to provide services for the Fantasy Sports games at 3% of net weekly Lottery sales up to $2,999,999 of Montana Sports Action games. The contract currently has a termination date of March 30, 2016.

9. LOTTO*AMERICA/POWERBALL/TRI-WEST JACKPOT PRIZES

Jackpot prizes awarded in the Lotto*America/POWERBALL and TRI-WEST LOTTO games are funded through the purchase of U.S. Treasury Zero-Coupon Bonds purchased in the name of the Montana Lottery by MUSL. MUSL will cash the bonds each year as they mature and will wire the funds to the Lottery for payment to winners on the Anniversary date of the win.

On January 13, 1990 the Montana Lottery awarded its first Lotto*America jackpot prize totaling $1,740,000. The first annual payment of $87,000 was made on February 1, 1990. On May 9, 1990 the Lottery awarded a second Lotto*America jackpot prize of $3,000,000. The first annual payment of $150,000 was made on May 23, 1990. A third jackpot prize was awarded on February 2, 1991 for $7,360,000. The first annual payment of $368,000 was made February 15, 1991. On November 23, 1991 a fourth jackpot prize was awarded totaling $46,967,738.57. The first annual payment of $2,355,738.57 was made December 12, 1991. On April 11, 1992 a fifth jackpot prize was won totaling $2,000,000. The first annual payment of $100,000 was made on April 27, 1992.

On July 6, 1994 the Montana Lottery awarded its first Tri-West Lotto jackpot prize totaling $700,565. The first annual payment of $35,000 was made on July 26, 1994.

On July 22, 1995 the Montana Lottery awarded its first Powerball jackpot prize totaling $31,401,655.99. The first payment of $1,571,655.99 was made on August 8, 1995. On April 5, 1997 the Lottery awarded a second Powerball jackpot prize totaling $11,000,000. The first annual payment of $550,000 was awarded on April 18, 1997.

On March 27, 1999 the Montana Lottery had a Powerball jackpot winner. The prize was $35.1 million ($19.35 million cash option). The winner chose the cash option and was paid a lump sum in June 1999.

On June 23, 2010 the Montana Lottery awarded its fourth Powerball jackpot prize. The total jackpot was $96,856,406 and was split between another ticket in Ohio. Half of the jackpot, which was again split between two winners in Montana, totaled $48.5 million (25.08 million cash option). The winners chose the cash option and were paid a lump sum in July 2010.

As of March 31, 2012, the combined total of future prize payments funded through the purchase of U.S. Treasury Zero-Coupon Bonds for Powerball and Tri-West Lotto winners was $7,530,000. Total annual payments due as of March 31, 2012 are as follows:

FYE	
2012	$ 550,000
2013	2,155,000
2014	2,155,000
2015	2,120,000
2016	550,000
	$ 7,530,000

10. LEASES/INSTALLMENT PURCHASES PAYABLE

Rent. The Montana Lottery leases its office, administrative and warehouse facilities under a lease agreement that is effective September 2007 through August 2017. The monthly lease payment is $11,099 through August 2011. The base rate will increase 3% annually.

Capital Lease. The Lottery has contracted with its vendor to lease equipment for the remaining life of its contract with them. Obligations under this capital lease/installment purchase at March 31, 2012 are as follows:

FYE	
2012	$ 22,105
2013	85,827
2014	81,677
2015	77,528
2016	55,423
Total Minimum Payments	322,560
Less: Interest	(33,889)
Present value of Minimum Payments	$ 288,671

11. INVESTMENT RISK DISCLOSURES

Effective June 30, 2005, the State of Montana implemented the provisions of Governmental Accounting Standards Board (GASB) Statement No. 40, *Deposit and Investment Risk Disclosures.* The Lottery participates in two investment pools: the Multi-State Lottery Association (MUSL) reserve accounts and the State of Montana's Short Term Investment Pool (STIP). There are four types of risk that must be disclosed. These risks are defined below, followed by their applicability to each of the investment pools.

Multi-State Lottery Association The MUSL investment policy for prize reserve and unreserved funds states that permitted investments "include direct obligations of the United States government, perfected repurchase agreements, and obligations issued or guaranteed as to payment of principal and interest by agencies or instrumentalities of the United States government, and mutual funds of approved investments".

Short-term Investment Pool All short-term funds are held in the State's Short Term Investment Pool (STIP) administered by the Board of Investments (BOI). STIP is an external 2a-7 like pool.

Credit risk is defined as the risk that an issuer of an investment will not fulfill its obligation, i.e., not make timely principal and interest payments. The STIP securities have credit risk as measured by major credit rating services, however, the pool is not rated. The Lottery does not have a policy regarding credit risk

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Per MUSL, the prize reserves held on behalf of the Montana Lottery are invested in the Montana Winners Trust and include 61% in securities held as obligations of the U.S. Government and are not considered to have credit risk. The other 39% of the prize reserves are invested in Federal Agencies and have an AAA credit quality rating. The Lottery does not have any authority or a policy regarding the investment portfolios.

Custodial credit risk is the risk that the Lottery would not be able to recover the value of the investment or collateral securities that are in the possession of an outside party in the event of the failure of that party. Custodial credit risk does not apply to STIP because it is a 2a-7 like pool.

The MUSL prize reserves are held in the Montana Winners Trust using policies set forth by the MUSL board regarding policies for the type of securities, as well as the custody, trading and the use of proceeds of the securities. The Lottery does not have any authority or a policy regarding the investment portfolios.

Concentration of credit is the risk of loss attributed to the magnitude of a government's investment in a single issuer. Because STIP is a pooled investment, this risk does not apply. Because the MUSL reserves are also a pooled investment, this risk does not apply to them either.

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Interest rate risk does not apply to STIP because it is a 2a-7 like pool.

The MUSL prize reserves are invested through the Montana Winners Trust in the Morgan Stanley Government Portfolio Funds with daily liquidity and therefore have no interest rate risk. The MUSL board's investment policy limits the individual security and the portfolio's maturity. As of June 30, 2011, the duration for the U.S. Government Treasury securities was 0.916 years and for the Agency securities was 0.139 years.

-Alternative accessible formats of this document will be provided upon request.